

Message Text

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43

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 DODE-00 NRC-05 NSAE-00 TRSE-00

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USDOC FOR BEWT/TDAD (PIGGOT) AND BEWT/USSR

E.O. 11652: N/A

TAGS: ETRD, EEWT, UR, US

SUBJECT: LACK OF CREDITS POSES PROBLEMS FOR FURTHER SALES OF
U.S. EQUIPMENT FOR CHEBOKSARY TRACTOR PLANT

1. DEPUTY CHIEF ENGINEER OF CHEBOKSARY TRACTOR PLANT G.N. GISIN CALLED AT COMMERCIAL OFFICE DECEMBER 23 TO DISCUSS POSSIBLE ADDITIONAL ORDERS FOR U.S. EQUIPMENT. GISIN EXPLAINED THAT BULK OF ORDERS FOR CHEBOKSARY (ASIDE FROM FOUNDRY EQUIPMENT WHICH HAS ALREADY BEEN ORDERED) WOULD BE PLACED DURING 1976. WHILE HE SAID THAT HIS ORGANIZATION WOULD PREFER TO BUY MUCH OF THIS EQUIPMENT FROM U.S. PRODUCERS (INGERSOLL MILLING MACHINE, CROSS, GLEASON AND PRATT&WHITNEY WERE MENTIONED), HE NOTED THAT LACK OF CREDITS FOR U.S. SUPPLIERS MEANT THAT BULK OF ORDERS WOULD GO TO WESTERN EUROPEAN AND JAPANESE SUPPLIERS.

2. COMMENT: GISIN'S CALL AT COMMERCIAL OFFICE WAS QUITE UNUSUAL. FOR LACK OF BETTER EXPLANATION, WE ASSUME THAT HIS VISIT WAS SET UP TO PROVIDE ADDITIONAL DEMONSTRATION OF HOW LACK OF EX-IM FINANCING IS PREVENTING SOVIET PURCHASES OF U.S. EQUIPMENT. GISIN ADVISED THAT CHEBOKSARY PLANT HAS FOLLOWED PRACTICE OF KAMAZ PLANT AND HAS ESTABLISHED OFFICE IN MOSCOW. BEWT/TDAD MIGHT WISH TO ADVISE INTERESTED U.S. FIRMS THAT COMMERCIAL OFFICE CAN ARRANGE APPOINTMENTS WITH
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CHEBOKSARY PLANT'S MOSCOW OFFICE.

3. DURING MEETING, GISIN NOTED THAT HE HAD SPENT SEVERAL YEARS IN U.S. DURING 1930'S AND HAD BEEN ONE OF SOVIET ENGINEERS INVOLVED IN CONSTRUCTION (WITH FORD MOTOR) OF GOR'KIY TRUCK PLANT. HE SAID THAT HE HAD MARRIED THE DAUGHTER OF ONE OF THE FORD ENGINEERS WHO WORKED IN GOR'KIY BUT THAT HIS WIFE HAD BEEN KILLED IN 1941 DURING AN AIR RAID.
MATLOCK

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Message Attributes

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Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
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Margaret P. Grafeld
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